leafio
RETAIL AI SOLUTIONS

CASE STUDY

PHARMA

Aversi

AI-Powered Inventory Management for Pharmacy Retail



11%
LFL Sales Increase

More sales from
the same shelf space

16%
Inventory Turnover
Improvement

332
Stores

10,000
SKUs

98%
SKU Availability

KEY FACTS

Aversi is a sizable Georgian pharmaceutical retailer with 332 stores across the country. The company is dedicated to providing customers access to high-quality, affordable medicines and a high level of service.

Verical:
Pharma

10,000
Items

332
Stores

10,000
Employees



CHALLENGES AVERSI FACED BEFORE THE IMPLEMENTATION

- **Decentralized Ordering:** Stores independently placed orders, causing inconsistencies in stock and inefficiencies.
- **Overstocks and Frozen Capital:** Over-ordering led to excess inventory and tied-up capital.
- **Manual Promotions:** Promotions were planned manually, causing delays and stock inconsistencies.
- **Lack of Inventory Performance Tracking:** Aversi did not have a regular process or tool for tracking inventory KPIs, such as lost sales or overstocks.

BUSINESS PROCESS CHANGES

Streamlined Onboarding and Centralized Management

Assigned a dedicated team of six to collaborate with the vendor team, with regular meetings and a clear action plan ensuring smooth implementation.

Reduction in Overstock and Improved Capital Efficiency

Automated order generation with 8 central office staff, freeing up capital for more productive use.

Improved Reporting and Decision-Making

LEAFIO's reporting tools track key metrics like inventory turnover, lost sales, and overstocks, leading to reduced excess inventory and improved supply chain optimization.



Promotion Management Optimization

The system optimized promotion planning by allowing managers to set expected sales increases two weeks in advance, ensuring timely and more effective promotional campaigns.

More Time for Customer Experience Improvement

The automation of routine tasks, such as order calculations, freed up time for employees to focus on improving customer experiences and service quality.

IMPLEMENTATION RESULTS

↑11%

LFL sales increase

↑16%

inventory turnover improvement

↑6%

availability improvement

98%

SKU availability

KEY BENEFITS:

Optimized Workflow & Efficiency

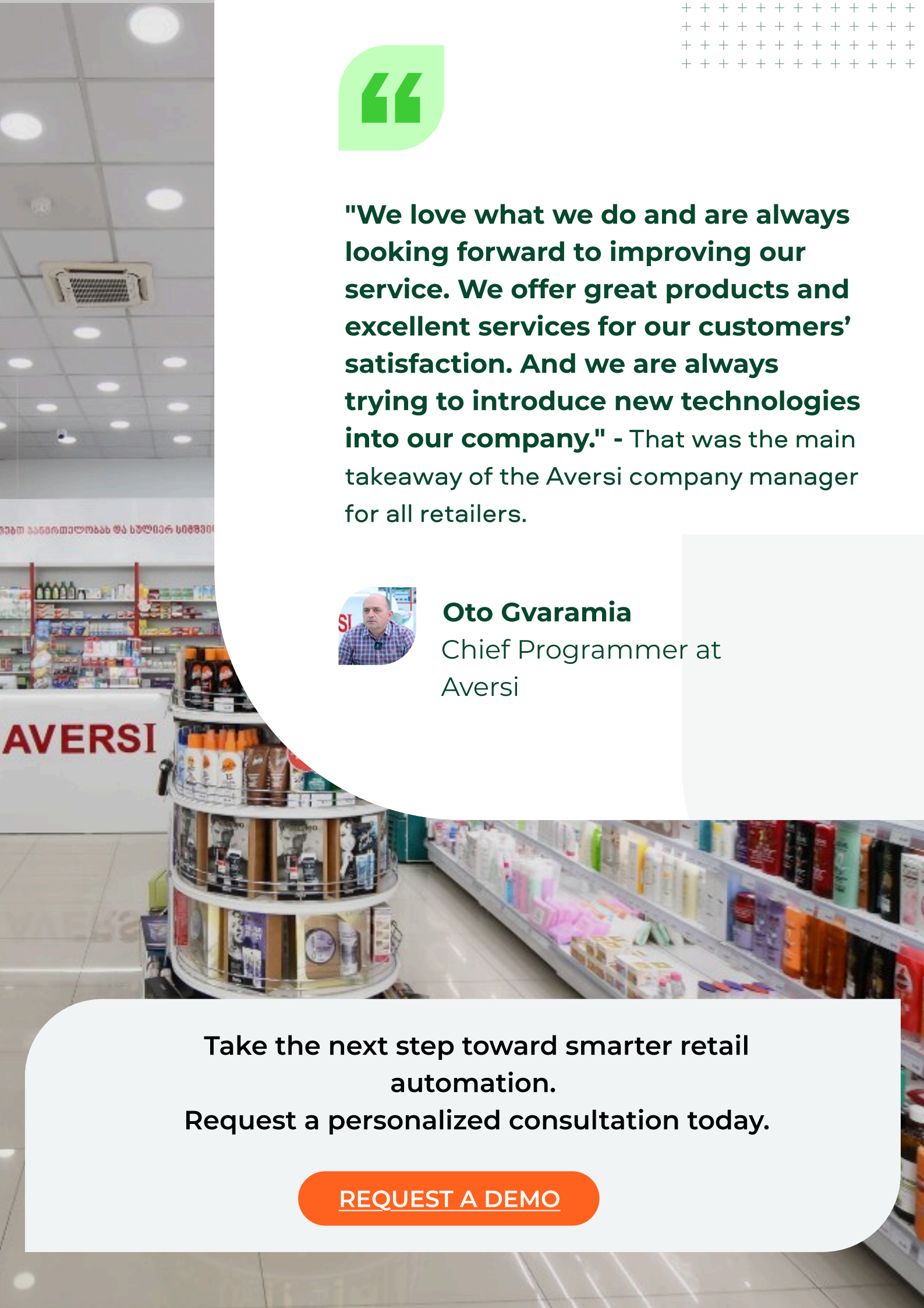
The LEAFIO Solution has lightened Aversi's workload, automated key tasks, reduced errors, and accelerated order processing with greater accuracy.

Smarter Inventory & Assortment Control

Dynamic assortment management keeps product selections up-to-date, while supplier performance tracking ensures stable stock levels.

Continuous Support & Growth

Aversi now collaborates with LEAFIO's Customer Success team, benefiting from ongoing technical assistance, KPI monitoring, and process enhancements to drive long-term success.



"We love what we do and are always looking forward to improving our service. We offer great products and excellent services for our customers' satisfaction. And we are always trying to introduce new technologies into our company." - That was the main takeaway of the Aversi company manager for all retailers.

Oto Gvaramia
Chief Programmer at Aversi

Take the next step toward smarter retail automation.
Request a personalized consultation today.

REQUEST A DEMO